

*\*Business owners must meet with a DC SBDC counselor to receive a referral for the May 19 Small Business Legal Clinic*

APRIL

DATE Time	TITLE	DESCRIPTION	PRESENTED BY	LOCATION	REGISTER	COST
19 6pm – 8pm	<b>LSDBE Recruitment and Orientation Seminar</b>	Learn about the District of Columbia's contracting program designed to build the capacity of local, small, and disadvantaged businesses	DC SBDC at AEDC	DC SBDC at AEDC 2021 Martin Luther King, Jr. Avenue, SE Washington, DC 20020	202.889.5090	FREE
20 1pm – 3pm	<b>GSA Schedule Overview</b>	Learn how to obtain a GSA Schedule to expand your Federal business	DC SBDC at AEDC	DC SBDC at AEDC 2021 Martin Luther King, Jr. Avenue, SE Washington, DC 20020	202.889.5090	FREE
26 9am – 11am	<b>Credit Programs for US Exporters</b>	Get information on the export insurance, loan and guarantee programs available for small businesses	DC SBDC at Howard University and the U.S. Small Business Administration's (SBA) Washington District Office	U.S. Small Business Administration's Washington District Office 1110 Vermont Ave., NW 9th Floor Washington, DC 20005	202.806.1550	FREE
27 9am – 12pm	<b>Meet the Money People</b>	Area bankers will provide information needed to secure financing for your small business	DC SBDC at UDC	University of the District of Columbia (UDC) 4340 Connecticut Ave. NW 5th Fl., Room.517 Washington, DC 20008	202.274.7030 udcsbdc@yahoo.com	FREE

MAY

4 8am – 4:30pm	<i><b>Women's Procurement Conference</b></i>	An all-day training and networking event to discover ways to grow your business including small business certification, financing, and utilities contracting	DC SBDC at Howard University <i>(sponsored by SunTrust Bank and PEPCO)</i>	SunTrust Bank 1445 New York Avenue, NW Executive Dining Room 9th Floor Washington, DC 20005	202.806.1550	<b>\$50 SPACE IS LIMITED, Pre-Registration is Required</b>
18 1pm – 3pm	<b>Visual Merchandising: An Effective Tool for Increasing Sales</b>	Learn how to attract customers to the products that you offer and raise revenues	DC SBDC at CUP	DC SBDC at CUP Frank Reeves Municipal Ctr. 2000 14th Street., NW 2nd Fl. Conference Room Washington, DC 20009	202.671.2828	FREE
19 4pm – 7pm	<b>*Small Business Legal Clinic</b>	Meet with attorneys at an advice and referral clinic for small businesses	DC SBDC at UDC	University of the District of Columbia (UDC) 4340 Connecticut Ave. NW Washington, DC 20008 ROOM TBD	202.274.7030 udcsbdc@yahoo.com	FREE
23 1pm – 3pm	<b>SBA's 504 Loan Program</b>	Learn how your growing business can secure financing for fixed asset projects such as land, existing buildings, new facilities, etc.	DC SBDC at Howard University and the U.S. Small Business Administration's (SBA) Washington District Office	U.S. Small Business Administration's Washington District Office 1110 Vermont Ave., NW 9th Floor Washington, DC 20005	202.806.1550	FREE
24 1pm – 3pm	<b>Women-Owned Small Businesses: Take Advantage of Contracting Opportunities</b>	Using contracting vehicles and other government resources to help you succeed	DC SBDC at CUP	DC SBDC at CUP Frank Reeves Municipal Ctr. 2000 14th Street., NW 2nd Fl. Conference Room Washington, DC 20009	202.671.2828	FREE
25 1pm – 3pm	<b>What to Take with you to the Lender</b>	Get information on presenting an effective loan proposal	DC SBDC at CUP	DC SBDC at CUP Frank Reeves Municipal Ctr. 2000 14th Street., NW 2nd Fl. Conference Room Washington, DC 20009	202.671.2828	FREE

JUNE

8 2pm – 4pm	<b>Business Development through Government Contracting Vehicles</b>	How to position your business for contract awards even after you are 8(a)or SDB certified	DC SBDC at AEDC	DC SBDC at AEDC 2021 Martin Luther King, Jr. Avenue, SE Washington, DC 20020	202.889.5090	FREE
22 9am – 11am	<b>Guerilla Marketing for Small Businesses</b>	Forty-year marketing professional will share experience on how to stretch marketing dollars for efficiency and effective-ness	DC SBDC at UDC	University of the District of Columbia (UDC) 4340 Connecticut Ave. NW Washington, DC 20008 ROOM TBD	202.274.7030 udcsbdc@yahoo.com	FREE
22 1pm – 3pm	<b>HUBZone Empowerment Contracting Program</b>	Get information on the SBA's program that gives Federal contracting preferences to small businesses in underutilized business zones	DC SBDC at Howard University and the U.S. Small Business Administration's (SBA) Washington District Office	U.S. Small Business Administration's Washington District Office 1110 Vermont Ave., NW 9th Floor Washington, DC 20005	202.806.1550	FREE

**\*You must register in order to attend a workshop.**

When registering by email, please include date, time, and title of workshop in addition to your name, address, and daytime phone number.

**Note: Classes may be cancelled or rescheduled without notice. Please RSVP to ensure notification.**